

Message Text

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64

ACTION XMB-07

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-03 INR-11 NSAE-00 RSC-01 TRSE-00 OPIC-12 SP-03

CIEP-03 LAB-06 SIL-01 OMB-01 DRC-01 /097 W

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R 252100Z JUL 74

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 9559

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PASS EXIMBANK

E.O. 11652: N/A

TAGS: EFIN, OTRA (O'CONNOR), CI

SUBJECT: EXIM VP O'CONNOR VISIT

REF: SANTIAGO 3993

1. SUMMARY: VISIT BY EXIM VP O'CONNOR AND TEAM TO SANTIAGO SETTLED VARIOUS DETAILS OF EXISTING EXIM-GOC ARRANGEMENTS AND GAVE GOC CLEAR UNDERSTANDING OF DIMENSIONS OF POSSIBLE FUTURE EXIM PROGRAMS IN CHILE. GOC OFFICIALS AND PRIVATE BANKERS RECEIVED TEAM WARMLY. END SUMMARY.

2. TEAM (A) REAFFIRMED TO GOC EXIM WILLINGNESS TO CONSIDER LOANS TO PUBLIC SECTOR IN CY1974 TOTALLING ABOUT \$50 MILLION FOR CHILECTRA (VENTANAS II) AND CAP; (B) PREPARED GROUND-WORK FOR SHIFTING SUPPLIER CREDIT GUARANTEES FOR PRIVATE SECTOR PURCHASES FROM CORFO TO CHILEAN COMMERCIAL BANKS; AND (C) INFORMED GOC THAT IF CHILEAN ECONOMIC CONDITIONS MERIT IT, EXIM WILL CONSIDER RENEWAL OF MODEST DIRECT LENDING TO PRIVATE SECTOR AROUND JANUARY 1975. TEAM VISIT NOTED BY LOCAL PRESS JULY 24.

3. COMMENT: WHILE O'CONNOR VISIT SERVED TO CLEAR UP NUMBER
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OF DETAILS OF EXISTING BUSINESS AND ESTABLISH CLEAR

UNDERSTANDING OF DIMENSIONS OF POSSIBLE FUTURE EXIM
PROGRAMS IN CHILE, MOST IMPORTANT EFFECT WAS PROBABLY
PSYCHOLOGICAL. NUMEROUS OFFICIALS CONTACTED (REFTEL)
RECEIVED TEAM WITH WARMTH AND, IN SOME CASES, MODEST
CEREMONY. GENERAL LOCAL ATTITUDE SUMMED UP BY ONE
OFFICIAL WHO WELCOMED TEAM BY SAYING, "YOU CANNOT
IMAGINE HOW PLEASED I AM TO SEE EXIM BACK IN THIS
OFFICE AGAIN."
POPPER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ITINERARY, VICE PRESIDENT, VISITS, BANKERS, FINANCIAL PROGRAMS, BANK LOANS
Control Number: n/a
Copy: SINGLE
Draft Date: 25 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: kelleyw0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974SANTIA04417
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740202-0691
From: SANTIAGO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740718/aaaaaoux.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION XMB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: SANTIAGO 3993
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 10 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 SEP 2002 by boyleja>; APPROVED <20 FEB 2003 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXIM VP O'CONNOR VISIT
TAGS: EFIN, OTRA, CI, XMB, (O'CONNOR)
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005